Inroads into Japanese market

By DTI

SEOUL, South Korea: South Korean dental implant manufacturer OSSTEM IMPLANT is aiming to increase its market share in Japan, OSSTEM Japan CEO Kim Hae-gon told the Korean Times in an interview. Among other measures, the company plans to almost double its Japanese offices, from 12 to 22, by 2019.

Currently, the company, which was founded in 1997, holds only 3 per cent of the Japanese implant market. However, building on its success in South Korea, where the market was founded in 1997, holds only 3 per cent of the market share in the segment, OSSTEM plans to slowly expand its presence and over time compete with premium competitors from overseas, such as Straumann and Nobel Biocare.

“The key behind our success in Korea is our strategy of not taking excessive royalty profits, but instead, investing more in research and development to enhance product quality,” Kim said.

Compared with Europe and America, the demand for implants is not yet as high in Japan. However, it is steadily growing and the company is confident that it will reach its annual sales target of JPY’s billion by 2023. In 2016, OSSTEM Japan already generated JPY600 million (US$5.48 million) in sales, growing more than 150 per cent compared with its 2012 figures.

One reason for this success is the company’s focus on research and development, Kim said. Consequently, OSSTEM not only produces quality implants and dental equipment, but also puts emphasis on educating dental professionals in the field. For example, the company runs advanced education seminars for dentists wishing to learn surgical procedures for implant placement. “This is part of our efforts to raise the awareness of implants in Japan, which will also improve our brand image in the country,” the branch head remarked.

“It is true it will not be an overnight thing for us to make tons of profits in Japan in the next few years, but we are confident that the implants industry here will definitely take more concrete shape as time goes on. Our price-competitive and quality products will then pose serious threats to market leaders, as we had done with our products in Korea.”

MIS releases new EZ-Base abutment

By DTI

BAR-LEV INDUSTRIAL PARK, Israel: MIS Implants Technologies has announced the release of a new Ti-Base abutment that offers a solution for anterior screw-retained restorations. According to the implant manufacturer, restoration placement has never been simpler than with the EZ-Base system. The new abutment is designed for extreme angulation and offers safe handling within its screw channel. In addition, more angle options allow for greater comfort for the clinician performing anterior and posterior restorations with convenient handling and placement.

“It’s critical to keep our R & D in direct correlation with the market’s needs,” commented Dr Shelly Akazany, Implants Product Manager at MIS, on the launch. “Both screw-retained solutions and CAD/CAM technologies are in accelerated growth. The EZ-Base belongs to both worlds.”

The EZ-Base screwdriver features a unique tip that allows safe and reliable access from multiple angles, as well as gripping, tightening and loosening within the angulated screw channel with the convenience and at a torque similar to that of a straight screw channel.

According to the company, the system provides an entire range of possibilities for prosthetic restorations in the aesthetic zone. Whereas screw-retained restorations may not have been an option for many anterior cases in the past, the EZ-Base system now provides a solution. It may be used in a digitally planned procedure incorporating CAD/CAM technologies or using conventional methods.

Akazany explained: “It’s important for us, in the Products Division, to offer a broad range of prosthetic options in order to make the clinician’s life simpler, by having the most appropriate solution for each specific case without having to compromise. The EZ-Base system enables more freedom of choice and the ability to perform screw-retained restorations in cases that would have been previously ruled out.”

The EZ-Base system is available for narrow, standard and wide platforms and in both conical and internal hex connections. EZ-Base is also offered in both fixed gingival heights and adjustable options for optimal customization and convenience.

© 3Shape

With the decision to open its TRIOS for STL file export, the Danish manufacturer 3Shape is aiming to provide an open data solution for digital dentistry. The company has announced the opening of its CEREC system processing of scans.

The TRIOS system will be included in a software processing of scans. This data will still be exclusively used in the company, the export option will open the system for third-party processors. The Danish manufacturer has chosen to release the TRIOS for STL file export.

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The Danish manufacturer has chosen to release the TRIOS for STL file export. It is the world’s first air-driven high-speed drive solution with an adjustable bur speed and constant removal rate, even with changing clinical conditions. It is the world’s first air-driven high-speed drive solution with an adjustable bur speed and constant removal rate, even with changing clinical conditions.
3Shape opens TRIOS for STL file export

By DTI

COPENHAGEN, Denmark: Danish digital dental solutions provider 3Shape has announced the opening of its TRIOS intra-oral scanner system for STL file export. According to the company, the export option will be included in a software upgrade for TRIOS users in the release of the new 3Shape Dental Desktop platform expected in the fourth quarter of 2017.

Currently, 3Shape only provides open STL CAD file export from its design software. With the addition of TRIOS STL export, both STL CAD files and digital impressions taken with the company’s TRIOS scanners will soon be available to dental professionals or laboratories using any system.

“As doctors and the industry in general, go more and more digital, the need for across-the-board seamless connectivity is essential. We believe that professionals should have the freedom to choose the partner and solution they want to work with. Whether it’s a dental lab or appliance-maker that needs a STL or DCM file for their workflow, or a preferred milling machine and 3-D printer, it should be up to the professionals to decide how and who they work with,” commented 3Shape co-founder and Chief Technology Officer Tais Clausen on the move.

However, data exclusive to the TRIOS system will not be available in STL format in the upgrade, the company pointed out. This includes features such as shade measurement, high-definition photographs, colour imaging, annotations and patient data, along with its colour digital impressions. This data will still be exclusively available as DCM files produced and used in the TRIOS system.

With the decision to open its systems, the Danish manufacturer is following the current trend to provide dental professionals with greater flexibility through completely open solutions. For example, competitor Dentsply Sirona just announced the opening of its CEREC system during the International Dental Show in March. Previously CEREC impressions were automatically sent to the CEREC milling system, which prevented clinicians using other solutions for further processing of scans.

In support of open data in digital dentistry, 3Shape has announced that TRIOS scans will now be available in a format allowing further processing with any system.

With the Primea Advanced Air you have the air under perfect control. It is the world’s first air-driven high-speed drive solution with an adjustable bur speed and constant removal rate, even with increasing pressure. As such, you can always work with the optimum speed for the job.

New available from your dental supplier or via wh.com.
Digital dentistry community gathers for Singapore Dental Week
CAD/CAM and Digital Dentistry International Conference

By DTI

SINGAPORE: From 18 to 21 August, the fourth Asia-Pacific edition of the CAD/CAM and Digital Dentistry International Conference will bring together leading experts in the field of digital dentistry at the Suntec Singapore Convention and Exhibition Centre.

Over the last 12 years, new developments in CAD/CAM and digital dentistry have played a key role in underpinning the scientific understanding of dentistry. Thus, the conference programme aims to convey how to achieve effective results while updating attendees with the latest knowledge in the field. To meet this goal, the scientific committee has selected a multitude of scientific sessions, panels and problem-based cases that will provide intensive learning opportunities through hands-on experiences presented by practitioners in diverse disciplines, according to the organiser.

After the overwhelming success of the 2015 edition—which was attended by 780 dental professionals and 89 dental technicians—this year’s conference falls under the umbrella of Singapore Dental Week 2017 and will feature a series of specialty events. The main programme on 19 and 20 August is complemented by the first Digital Orthodontic Forum on 18 August, the Dental Technician Parallel Session and Table Clinic Presentations on 19 and 20 August, and a select offering of multidisciplinary hands-on courses.

Overall, this year’s scientific line-up consists of 40 presentations by 28 world-famous speakers on a range of topics, including chairside CAD/CAM solutions, smile analysis, prosthetic dentistry and applications in digital orthodontics. Recent findings with clinical implications, marketing opportunities and emerging technologies will be covered through interactive sessions and live demonstrations, alongside essential update sessions and hands-on demonstrations.

An industry exhibition with over 40 leading dental manufacturers will be held alongside the scientific programme.

More information can be found on the event website at www.capp-asia.com.

Visitors can also follow the conference updates on social media under #SDW and #CAD/CAMSingapore.

Safe high-speed preparation with W&H’s new Primea Advanced Air drive solution

BÜRMOOS, Austria: With the Primea Advanced Air System, the first controllable air-driven dental high-speed drive solution, W&H is setting benchmarks in the dental market. According to the manufacturer, the new device allows dentists to work more quickly and safely with improved drive technology, the Primea Advanced Air System offer turbine users absolute control and allow them to work particularly efficiently. For example, it is possible to excavate cavities effortlessly, easily remove old fillings, and even cut crowns and bridges with ease, all without losing speed. Constant cutting performance is ensured, even when pressure is increased, owing to the combination of an air drive and electronic controls.

In addition to the innovative drive technology, the Primea Advanced Air turbine offers all the advantages of a W&H Synea Vision turbine. Ergonomically designed, light and perfectly balanced, it allows relaxed working without fatigue. In addition, the sterilisable 3x ring LED® of the RK-97 L ensures perfect illumination. Dentists benefit from the completely shadow-free illumination of the preparation site, and patients from improved treatment safety.

Alternatively, the company also offers a turbine with a single LED®, the RG-97 L. The integrated 3x spray with its five outlet nozzles ensures perfect cooling and cleaning of the treatment site. The turbines are very quiet and provide optimal tactile feedback. The special scratch-resistant surface coating guarantees particular durability and preserves the value of the instruments.

Furthermore, the Primea Advanced Air System can easily be used as an add-on version or integrated into new units or existing units as a built-in solution. This makes it possible to upgrade dental units with future-oriented technology, giving them a considerable innovation boost.

More information can be found at www.wh.com.